



TAUSIF MOMIN

Versatile Sales Head & SAP Consultant with Startup Experience

CONTACT

✉ tausifm3011@gmail.com

☎ +91- 7756969410

📍 Bhiwandi, Thane, MH
421302

in <https://www.linkedin.com/in/tausif-momin-10634a189/>

SKILLS

Sales Strategy Development.

Team Leadership

Configuration and
Customization in SAP

SAP & ERP Familiarity

CRM (ZOHO, Salesforce)

5G Technology

Digital Circuit Design

LANGUAGES

English ● ● ● ● ●

Marathi ● ● ● ● ●

Hindi ● ● ● ● ●

ACHIEVEMENTS

- SAP MM Course, Henry Harvin, Focused on procurement, inventory management, and material planning.

SUMMARY

Dynamic sales leader with over **11 years** of experience in Telecom, IT, and Solar sectors, excelling as Sales Head, RSM, and SM. Expertise in driving revenue growth, managing complex sales processes, and leading high-performance teams. Proven ability in training new joiners to quickly integrate and succeed in sales roles.

Six years of experience in the Education sector as a Professor and Sales Head, complemented by 3 years as an SAP Consultant in a startup. Strong track record in B2B and B2C sales, with a focus on strategic marketing, team development, and client relationship management. Known for strategic insight and exceptional team-building skills, thriving in diverse business environments.

EXPERIENCE

- ❖ **Partnership Head** March 2024 - Present
SpincLabs, Mumbai
 - Enhanced lead tracking and management with HubSpot across India, the UK, and the Middle East.
 - Executed targeted lead generation and networking strategies using LinkedIn in multiple regions.
 - Developed and maintained strategic partnerships, boosting market presence and growth across key regions.
- ❖ **Sales Head (IT Sales)** May 2023 - March 2024
M/S Human Quotient Pvt. Ltd
 - Identify and prioritize key market segments, potential clients, and business opportunities.
 - Develop and execute strategic sales plans using CRM tools like HubSpot to achieve sales targets and expand market share within the Internet publishing industry.
 - Utilize HubSpot's analytics to identify and prioritize key market segments, potential clients, and business opportunities.
- ❖ **Sales Head & SAP SD Consultant** May 2020 - May 2023
Dynamind Solution Pvt. Ltd
 - Oversaw sales operations and SAP SD functions in a startup environment, driving both business development and system implementation.
 - Collaborated with cross-functional teams using HubSpot to align sales strategies with company goals, improving communication between marketing, product development, and operations.
 - Conducted sales presentations and negotiations to secure long-term partnerships with educational organizations, while also managing SAP SD configuration and support.

- Managing order-to-cash processes, including pricing, delivery, billing, and customer master data
- Certified SAS Base from Udemy.
- Training of Trainer from Alison
- Acquired product knowledge from Multiple IT OEMs like Microsoft AWS, Nutanix (HCI), Cisco Routers, MPS and Cisco Networking.

❖ **Area Sales Manager**
Bharti Airtel Pvt. Ltd.

May 2013 - Apr 2020

- Acquired major clients for the broadband business, significantly boosting sales and market share.
- Led and managed a large sales team, driving performance and achieving targets across the region.
- Integrated ERP solutions to streamline sales operations, improving client acquisition, retention, and overall business efficiency.

❖ **Sales Manager**
Alchemy Techsol

Mar 2011 - May 2013

- Develop and execute sales strategies and action plans to achieve revenue targets.
- Identify target markets, customer segments, and industry trends to optimize sales efforts.
- Collaborate with the leadership team to set sales goals and provide input for strategic decision-making.
- Continuously assess and refine sales strategies based on market dynamics and performance metrics.

❖ **Assistant Professor**

Jul 2008 - Mar 2011

Dilipak Institutes Engineering College, Mumbai University

- Teaching, preparing and delivering engaging lectures, seminars, and practical sessions in Electronics, Computer, Electricals & Information Technology departments.
- Develop course syllabi, instructional materials, and assessments aligned with the curriculum and learning outcomes.
- Utilize effective teaching methodologies, technology, and interactive approaches to facilitate student learning.

EDUCATION

❖ **Bachelor of Engineering - Electronics and Communications Engineering**
University Of Mumbai

Mar 2005 – Mar 2008

❖ **Master of Engineering - Electronics Engineering (Embedded Systems)**
University Of Mumbai

Aug 2012 - Sep 2017